



CHEROKEE NATION™ **Businesses**

Executive and Finance Report
Consolidated Financial Information
January 2015

Cherokee Nation Businesses

Executive and Finance Report

January 2015

Budget Highlights

- January 2015 CNB consolidated net income of \$8.4 million was \$2.2 million above budget and \$1.3 million higher than prior year.
- CNE EBITDA of \$15.5 million was \$2.1 million above budget. Higher revenue of \$3.0 million drove the favorable variance and was driven by primarily gaming revenue at all properties with the exception of Sallisaw. Food and beverage at the Hard Rock and West Siloam Springs properties as well as hotel revenue also contributed to the positive variance.
- Technology Portfolio EBITDA of \$889,000 was \$688,000 above budget. January revenue was favorable to budget by \$3.5 million. The positive variances in both revenue and EBITDA at the Technology Portfolio are primarily due to the start of new contracts that were won in late FY14 and increased activity in higher profit margin contracts.
- CNI EBITDA was \$22,000 unfavorable to budget due to lower than anticipated gross margin in the Manufacturing segment. Total revenue of \$5.8 million was \$669,000 above budget, which was the result of a positive variance in the Distribution segment.
- The CNB Parent Company EBITDA was \$535,000 unfavorable to budget, which was driven by higher employee costs related to higher medical benefit expense.
- Construction Services EBITDA was \$88,000 unfavorable to budget as a result of decreased gross margins at CNCS and CN3S. Total revenue of \$5.0 million was \$2.1 million above a budget of \$2.9 million. The positive variance was due to increased activity on several government construction jobs.
- Combined, EBITDA at all other entities were \$55,000 above budget.

Capital Expenditures

January YTD capital expenditures were \$43.2 million for all entities.

- CNE: \$30.8 million
 - Expansion: \$24.7 million – Roland and South Coffeyville properties and South Coffeyville road improvements
 - Strategic: \$3.3 million – Cherokee Tower Renovation, Bakery & Room Service Kitchen Renovation, Catoosa Access Control, and WRD Surveillance System
 - Maintenance - \$2.9 million – Digital Radio Conversion, Art Procurement, and Core Switches for Catoosa and WSS
- CPM: \$10.4 million – Health clinic construction / expansion
- CNB: \$1.7 million – IT Maintenance & Upgrades
- CNSD: \$102,000 – Purchase new vehicles & Chilloco Range Security System
- CNCS: \$93,000 – Purchase new vehicles

Financing

- CNB has no outstanding borrowings as of January 31, 2015.

Cherokee Nation Entertainment

Executive and Finance Report

January 2015

Budget Highlights

CNE

<i>thousands (000's)</i>	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$48,310	\$45,265	\$3,045	7%
• Operating Expenses	Month -	\$32,833	\$31,863	(\$971)	3%
• EBITDA	Month -	\$15,477	\$13,402	\$2,075	15%

Operating Highlights

- CNE EBITDA of \$15.5 million in January was \$2.1 million favorable to budget.
- Total revenue of \$48.3 million was \$3.0 million above budget due primarily to higher than anticipated gaming activity across all properties with the exception of Sallisaw. Hotel revenue and food and beverage revenue at the West Siloam Springs and Hard Rock properties also contributed to the favorable variance.
- Total operating expense of \$32.8 million was \$971,000 unfavorable to budget. The primary driver was higher than anticipated employee costs related to the preparation of the opening of the South Coffeyville Casino. Also driving the variance is a \$411,000 payment associated with the Affordable Healthcare Act's Transitional Reinsurance Fee. Most of which, is a one-time payment associated with 2014. Cost of goods sold and gaming vendor costs also were higher than expected due to higher revenue.
- The South Coffeyville Casino opened February 16th, 2015. The 17,000 square foot facility will offer 300 games.
- CNB has agreed to lease property adjacent to the Hard Rock Casino to Woodmont Outlets, which plans to invest \$80 million into premium outlet shops to be called, "The Cherokee Outlets." The Outlets, along with a new Entertainment area, called "The District," is expected to be completed in 2016.
- CNB also announced plans for the Cherokee Springs Plaza, which will include retail, restaurants, auto sales lots, office space, convention space, two hotels, and a casino adjacent to the Cherokee Springs golf course in Tahlequah.
- Groundbreaking for the Roland property took place on April 29th, 2014 for a new casino and hotel. The target date to open the casino is May 19th, 2015, with the hotel scheduled to open later in the year.
- The Catoosa property has completed the renovation of the Cherokee hotel tower, which began on June 1st.
- The Creek Casino in Tulsa is planning a \$335 million expansion including a 500 room hotel tower, new casino and restaurant, pool bar, theater and event center, with an expected completion date of 2016.

Capital Expenditure Highlights – Year to Date

- Expansion related costs for South Coffeyville and Roland – \$24.2 million
- Cherokee Tower Renovation - \$1.8 million
- Digital Radio Conversion - \$633,000
- Bakery & Room Service Kitchen Renovation - \$397,000
- Catoosa Access Control – \$374,000

Cherokee Nation Industries

Executive and Finance Report

January 2015

Budget Highlights

CNI

thousands (000's)

	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$5,800	\$5,130	\$669	13%
• Operating Expenses	Month -	\$6,645	\$5,954	(\$691)	12%
• EBITDA	Month -	(\$845)	(\$823)	(\$22)	-3%

Operating Highlights

- EBITDA loss of \$845,000 was \$22,000 unfavorable to budget. The unfavorable variance was primarily due to a \$150,000 drop in gross margins from the Manufacturing segment as well as \$106,000 in increased healthcare costs.
- CNI's revenue totaled \$5.8 million, which was \$669,000 above budget. This was driven by higher than budgeted revenue in the Distribution segment of \$1.3 million due to new business outside of AT&T Core and Wi-Fi Mobility Contracts. The Manufacturing segment was below budget due to the delay of a large Sikorsky contract.
- Total operating expenses of \$6.6 million were \$691,000 above budget, primarily driven by higher costs of goods sold due to an increase in Distribution segment sales.

Technology Portfolio

Executive and Finance Report

January 2015

Budget Highlights

Tech

thousands (000's)

	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• Revenue	Month -	\$13,478	\$9,990	\$3,488	35%
• Operating Expenses	Month -	\$12,589	\$9,790	(\$2,799)	29%
• EBITDA	Month -	\$889	\$201	\$688	343%

Operating Highlights

- The IT Portfolio generated revenue of \$13.5 million compared to a budget of \$10.0 million.
- January EBITDA was \$889,000 compared to a budgeted EBITDA of \$201,000. The positive variance to budget was the result of higher than expected sales-based contract wins late in FY14 and increased activity on higher profit margin contracts.
- CSG and CNT revenue of \$3.8 million was favorable to a budget by \$1.1 million and exceeded prior year by \$982,000. The positive budget variance was due to the increased activity in a CNT contract with the BIA.
- CNGS, CNTS, and CNMC revenue was \$9.4 million in January. Revenue was favorable to budget by \$2.3 million, as well as, prior year by \$1.0 million.
- Cherokee Nation Assurance (CNA) revenue of \$244,000 was unfavorable to budget by \$81,000. The unfavorable variance to budget was attributable to the fluctuation of labor, parts, and materials costs for a contract with CNE.

Other Diversified Businesses

Executive and Finance Report

January 2015

EBITDA Budget Highlights

Other Diversified

	<u>Period</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>%</u>
• CNSD	Month -	\$112	\$31	\$81	257%
• Construction	Month -	\$48	\$136	(\$88)	-65%
• CMS / CNHS	Month -	(\$2)	(\$2)	(\$1)	52%
• Aerospace Products S.E.*	Month -	\$35	\$59	(\$24)	-41%
• CCRC*	Month -	(\$24)	\$51	(\$75)	-147%

APSE and CCRC are reported on net income instead of EBITDA as they are partially owned subsidiaries

Operating Highlights

- **CNSD** EBITDA of \$112,000 was \$81,000 favorable to budget. The favorable variance to budget was due to increased profitability on the TSA, Edgewood, and SAMD contracts.
- **Construction** EBITDA was \$48,000 compared to a budget of \$136,000. The unfavorable variance was driven by decreased gross margins at CNCS and CN3S, as well as, increased overhead and general and administrative expenses.
- **CMS / CNHS** resulted in a breakeven EBITDA which was consistent with budget. The Healthcare Service Division experienced a delay of expected contract start dates which resulted in lower than budgeted revenue and operating expenses.
- **APSE** net income of \$35,000 was \$24,000 below budget. This was driven by lower than expected revenue of \$718,000. Lower than anticipated revenue was due to delayed kit shipments to Boeing STL.
- **CCRC** net loss of \$24,000 was unfavorable to a budgeted net income of \$51,000. The primary driver for the unfavorable variance was delays in expected contract start dates which will push revenue and profit recognition to later in the year.

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Group: Financial Resources

Month/Year of Report: February 2015

Treasurer: Lacey Horn

Phone: 207-3902

E-mail: lacey-horn@cherokee.org

- I. Budget Highlights – through January
 - a.) Financial Resources – 29% spent
 - b.) Treasurer – 23% spent
 - c.) IIM – 40% spent
 - d.) Acquisition Management – 32% spent
 - e.) Records Management – 32% spent
 - f.) Support Services – 35% spent
 - g.) Employee Performance Incentive – 24% spent
- II. Program Highlights
 - a.) Balance Scorecard Measures
 - 1. Complete FY14 Audit – 55% Complete
 - 2. Obtain Unqualified Audit Opinion – 0% complete
 - 3. No Material Weaknesses on Single Audit – 0% complete
 - 4. Obtain GFOA Award for FY13 CAFR – 100% complete
 - 5. Reports completed & submitted by due dates – 100% complete for reports due by 2/28/2015
 - b.) Accomplishments
 - 1. Completed BIA Budget Narratives for FY2017
 - 2. Completed Sequoyah Child Nutrition Audit
 - 3. Staff coordinated completion of CTAS Grant Application
 - 4. Staff attended training for DHHS Head Start – New Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards
 - 5. Staff attended training for Exploratory call with NVTAC: Homeless services for veterans on tribal lands
 - 6. Staff participated in the NAFOA – OMB Uniform Guidance Internal Controls Webinar
 - c.) Upcoming Events
 - 1. FY 2014 Financial Audit and Single Audit underway

COUNCIL OF THE CHEROKEE NATION
EXECUTIVE & FINANCE COMMITTEE REPORT

Cherokee Nation Acquisition Management Year-To-Date Report Over \$5,000 Transactions October 1, 2014 through September 30, 2015		% of sub-total TERO vendor submitted Bid
Award to TERO Vendor	\$ 7,812,420.92	91.08%
Award to non-TERO Vendor	\$ 764,993.67	8.92%
Sub-total bids with a TERO vendor participating	\$ 8,577,414.59	100.0%
Bid - no bids submitted by TERO Vendors	\$ 1,152,091.15	
October 1, 2014 through January 31, 2015		

Group: Career Services-

Month/Year of Report: February, 2015

Executive and Finance

Executive Director: Diane Kelley

Phone: 453-5628

Email: dkelley@cherokee.org

I. Budget Highlights – Please refer to Monthly Financial Report

None

II. Program Highlights

a. Balanced Scorecard Measures

	<i>January</i>	<i>YTD</i>	<i>Goal</i>	<i>% of Goal</i>
<i>GED Completions</i> – includes individuals completing and receiving a GED or High School Diploma from Talking Leaves Job Corps and Career Literacy.	12	41	250	16.4%
<i>Training Completions</i> – includes individuals receiving a nationally-recognized certification, credential, or degree while enrolled in one of 11 different vocational training programs.	52	176	450	39.1%
<i>Employment Completions</i> – includes individuals who completed a Work Experience or TERO OJT assignment.	27	87	300	29.0%
<i>Unsubsidized Placement</i> – includes all individuals who entered unsubsidized employment (they got a job!) while enrolled in one of 15 different programs, both employment and vocational.	90	331	500	66.2%
<i>Retention</i> – includes individuals who were retained in their unsubsidized employment through assistance from a Career Services Program.	18	102	200	51.0%
<i>Job Readiness Training</i> – includes individuals who completed the Life/Employment Skills Training.	31	205	250	82.0%
<i>WorkKey Credentialing</i> – includes individuals who received a bronze, silver, gold, or platinum WorkKeys credential.	0	73	500	14.6%
<i>Job Bank</i> – includes the number of new individuals entering the TERO Job Bank.	35	142	500	28.4%
<i>Indian Owned Businesses</i> – includes the number of businesses newly certified as an Indian Owned Business.	8	48	100	48.0%

<i>Job Fairs</i> – includes the number of Job Fairs held by Career Services.	0	11	15	73.3%
<i>Community Service Projects</i> – this is the number of Community Service Projects completed by youth, both through the Summer Youth Employment Program and Talking Leaves Job Corps.	2	19	50	38.0%

b. Accomplishments

1. The Day Training Program had 27 participants attain employment, 11 within Cherokee Nation, 10 outside the Cherokee Nation, and 6 with CNB/CNI.

c. Initiatives

1. Staff are preparing to assist Macy's with their application process.

Commerce Group

Securing and enhancing the financial well-being of the Cherokee people, businesses and communities

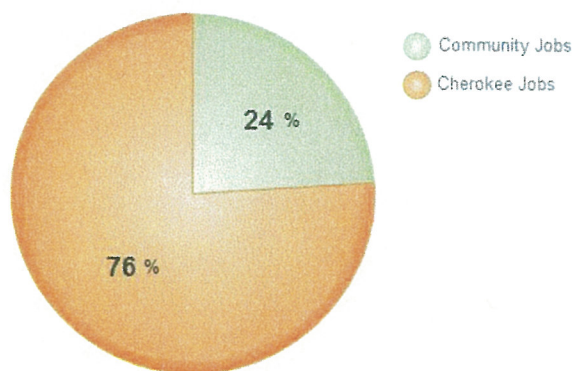
Anna Knight, Executive Director
918-453-5532
anna-knight@cherokee.org

Economic Impact

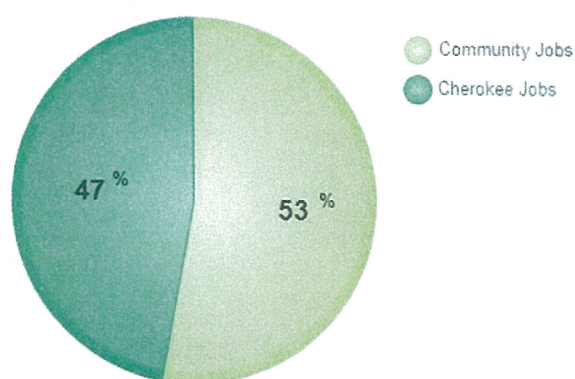
Jobs Created or Retained in Local Communities

Private sector jobs created or retained through small business lending

Community Jobs Created or Retained
Five Year Period 2010-2015 - 743 Total Jobs



Community Jobs Created or Retained
Current Year to Date - 103 Total Jobs

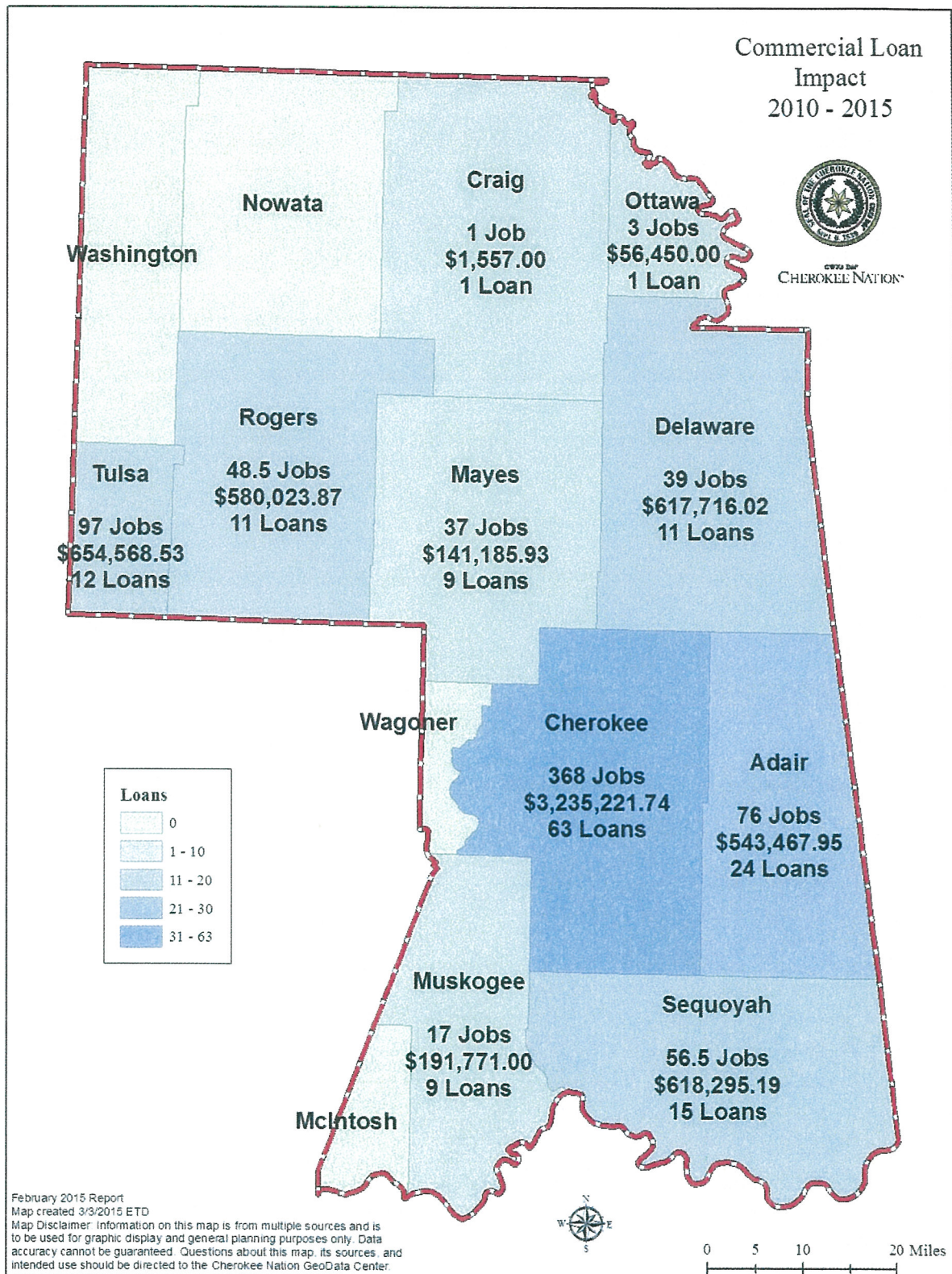


Economic Investment in Local Communities

Business loans made for startup or expanding businesses



Commercial Lending Impact, by County, 2010 through February 2015



**Map will be broken in to districts on a quarterly basis

Commercial Collateral loans closed January 2015

Community	Loan Purpose	Project Costs	Loan Amount	Collateral Discounted Value	Owner Equity	Jobs
Tahlequah	Loan Refinance	\$13,145.58	\$13,145.58	UCC on Equipment Inventory=\$20,417.50	35%	1

Available Lending Capital

(Loans pending approval and/or closing are not included in totals)

■ IRP:	\$444,439.33*	■ CDFI:	\$783,160.20*
■ Commercial:	\$212,076.74*	■ Consumer Lending:	\$138,572.91*
■ USDA Grant:	\$60,939.00*	■ ICDBG:	\$432,500.00*

*Based on Bank Statements ending January 31, 2015, February bank statements were unavailable. *\$750,000 CDFI grant for consumer lending is pending receipt to the CDFI account.

Business/Entrepreneur Workshops

Date	Location	Time	Workshop
March 4	Tulsa	8:30 am to Noon	SCORE: Open for Business A Startup Guide
March 4	Tulsa	1:00 pm to 4:00 pm	SCORE: Finding your Way into the Food Business
March 9	Sallisaw	8:15 am – 12:15 pm	Boost your Small Business
March 12	Tahlequah	6:00 pm – 8:00 pm	How to do Business with Cherokee Nation
March 17	Vinita	6:00 pm – 8:00 pm	QuickBooks 101
March 25	Tahlequah	9:00 am – 4:00 pm	SBA 8(a) Training
April 7, 14, 21, 28	Claremore	6:00 pm – 8:00 pm	Core Four Business Planning
April 7	Muskogee	6:00 pm – 8:00 pm	Search Engine Optimization
April 18	Tahlequah	6:00 pm – 8:00 pm	Internet Marketing
April 21	Tahlequah	6:00 pm – 8:00 pm	Product Staging Photography
April 23	Vinita	6:00 pm – 8:00 pm	Marketing Logo and Branding
April 30	Tahlequah	6:00 pm – 8:00 pm	Business Financials 101
May 5, 6	Tulsa	All Day	Trading at the River(River Spirit)/Market Place
May 7	Vinita	6:00 pm – 8:00 pm	Product Packaging
May 9, 16	Vinita	9:00 am – 4:00 pm	Core Four Business Planning
May 19	Tahlequah	6:00 pm – 8:00 pm	QuickBooks 101
May 21	Claremore	6:00 pm – 8:00 pm	Social Media for Businesses
June 11	Vinita	6:00 pm – 8:00 pm	How to do Business with Cherokee Nation
June 25	Muskogee	6:00 pm – 8:00 pm	Social Media for Businesses
November 19	Tulsa	10:00 am – 4:00 pm	Cherokee Nation TERO Vendor Fair

Entrepreneur Community Field Days		
Community	Address	Dates
Pryor	One American Way Building 2945 Hwy 69A	1st Tuesday Each Month
Bartlesville	Rogers State University 401 S Dewey Room 808	2nd Thursday Each Month
Sallisaw	Cherokee Nation 100 East Choctaw	3rd Tuesday Each Month
Collinsville	Cherokee Nation 109 E Main Street	3rd Thursday Each Month
Claremore	HACN 23205 S Hwy 66	4th Thursday Each Month

**Brian Wagon is the Business Coach for field visits. Contact Brian-Wagon@Cherokee.org and cell phone 918-506-9168

NOTEWORTHY

Year to date, over **entrepreneurial development and business workshops** have been attended by **2,392 people**; 100 percent of whom found the training useful to building the capacity of their businesses.

Working with TERO Contractors to revamp and revitalize our **contract lending program** to provide needed, early stage cash flow for contractors and subcontractors.

New **incubator tenant** opening in the Cort Mall, an esthetician will open her office March 1, 2015.

Kawi Café Entrepreneur Graduates	
Total Graduates	16
Food Industry Careers	5
Business Development Stage	2
Business Start Up	1
Regular Employment	2
Temporary Employment	2
Recent Graduates, not yet tracked	4

"I'm really enjoying the opportunities provided by this grant program. I'm learning the aspects to focus on in my future business. I am learning the important of staffing and communication. It was important to experience the inventory process and a great learning tool. The recent Chamber Event introduced us to the importance of community relations. I'm looking forward to starting my business planning class!" - Participant: Valerie Fjeseth

Application submitted to US Department of Treasury **CDFI Fund for a \$1 million** grant to increase our commercial lending capacity.

Partnering with Grand Gateway Economic Development Association and the Oklahoma Department of Commerce to conduct **4 Economic Development Workshops** targeting PSO communities in the **northern counties**. These workshops will include up to 18 options for rural economic develop, including retail, main street, growing local, etc. Communities interested in more in-depth, one-on-one training will be scheduled. This model will be expanded to southern counties in the future.

Partnering with GIS to provide community economic developers with **community based economic data reports** that will including economic leakage and community sales reports. Communities will go through Commerce to access these reports and will receive training on how to use them for economic development.

NORA will be hosting a one-day summit in Pryor on **March 11** focusing on **education's impact on economic development**. The event will be held at the Mid-America Industrial Park Expo Center and registration is open online at www.pryorchamber.com.

Artists and Community Tourism – Economic Development

Increasing the business capacity of our Artists and tourism capacity of our communities

Cherokee Arts Center		
Registration is necessary and all classes are fee based, paid directly to artists		
Date	Time	Class
Every Thursday	6:30 pm	Silversmithing Class
Every Tuesday	6:00 pm	Silversmithing Class
Every Mon & Wed	6:00 p.m.	Shell Carving
Every Friday	6:00 pm	Life Drawing
Every Saturday	10:00 am	Basic Assemblage
Every Saturday	1:00 pm	Loom Weaving
Friday Feb 13	7:00 pm	Dip N Sip Parties
Sat. Feb 28	2:00 p.m.	Tahlequah Writers Group
Thurs Feb 12	6:00 p.m.	Brushstrokes
Thurs Feb 19	6:00 p.m.	Brushstrokes

NOTEWORTHY

The CN Arts Center has been working with the Oklahoma Israel Exchange as a potential market for Cherokee artists and the most recent step was an art show at the Sherwin Miller Museum of Jewish Art in Tulsa – **Ancient Ways: Modern Forms An Exploration of Parallel Experience in Native American and Jewish Cultures by Oklahoma Native Artists.** This arts show featured thirteen Cherokee artists and will hopefully result in accessing the art market in Israel.

The American Indian Cultural Center and Museum chose a sculpture by Bill and Demos Glass and in addition to an artist reception in OKC, **AICCM will host a community based artist reception for Bill and Demos Glass at the Spider Gallery on May 21, 2015.** This will include the display of a small replica of the chosen art.

The Cherokee Arts Center provides teaching space and specialized equipment for artists to increase their revenues. Year to date, **370 people have attended 55 artist taught classes** and the equipment has been used 174 times by 98 artists.

Year to date, **2,349 people** have taken advantage of the **Cherokee Arts Center** this includes **1,362 visitors to the Spider Gallery.**

The **Spider Gallery currently represents 81 artists.** The Gallery has participated in 9 events giving Cherokee artists exposure to over 1,000. Total Spider Gallery Sales are \$28,154.45 for year to date.

Artists have earned \$18,727.25 through Cherokee Arts Center and Spider Gallery activities. Tourism related small business and artist loans total \$363,405 year to date.

The Spider Gallery Store Ribbon Cutting will be scheduled for late March or early April, exact date to be determined.

The Cherokee Arts Center will host an US DOI Indian Arts and Crafts Board **“Seminar on Federal and State Laws, Intellectual Property Rights Protections, and Marketing for Oklahoma Native Artists”** in late June; exact date and location to be determined.

“I periodically place my art in the Spider Gallery for marketing and exposure and have been extremely pleased with the end results. I also shop for pottery supplies, have used the pottery kilns and have attended some of the classes offered by through the CAC. The CAC has been valuable in providing studio space and meeting areas for artists, as well. I am so very thankful to have such wonderful facilities, which are available for marketing, the hands-on experiences and the easy access of so many tools and equipment made available to Cherokee artists”

**– Verna Bates, Locust Grove,
Cherokee
Gourd Artist, Painter, Jewelry
Maker, Pottery**

Group: Certified Indian Owned Businesses (Career and Commerce Services)

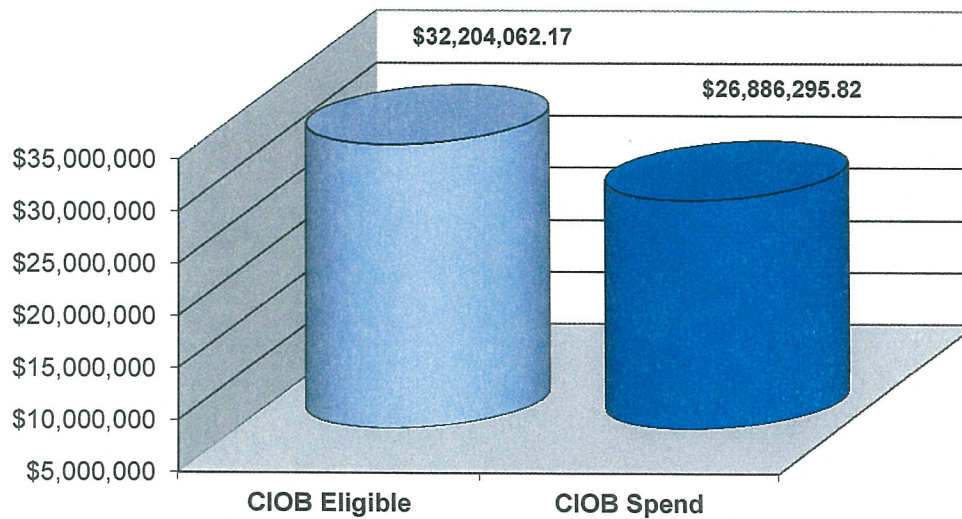
Month/Year of Report: March 2015 (Month Ending January – FY 2015)

Program Highlights

a. Balanced Scorecard Measures

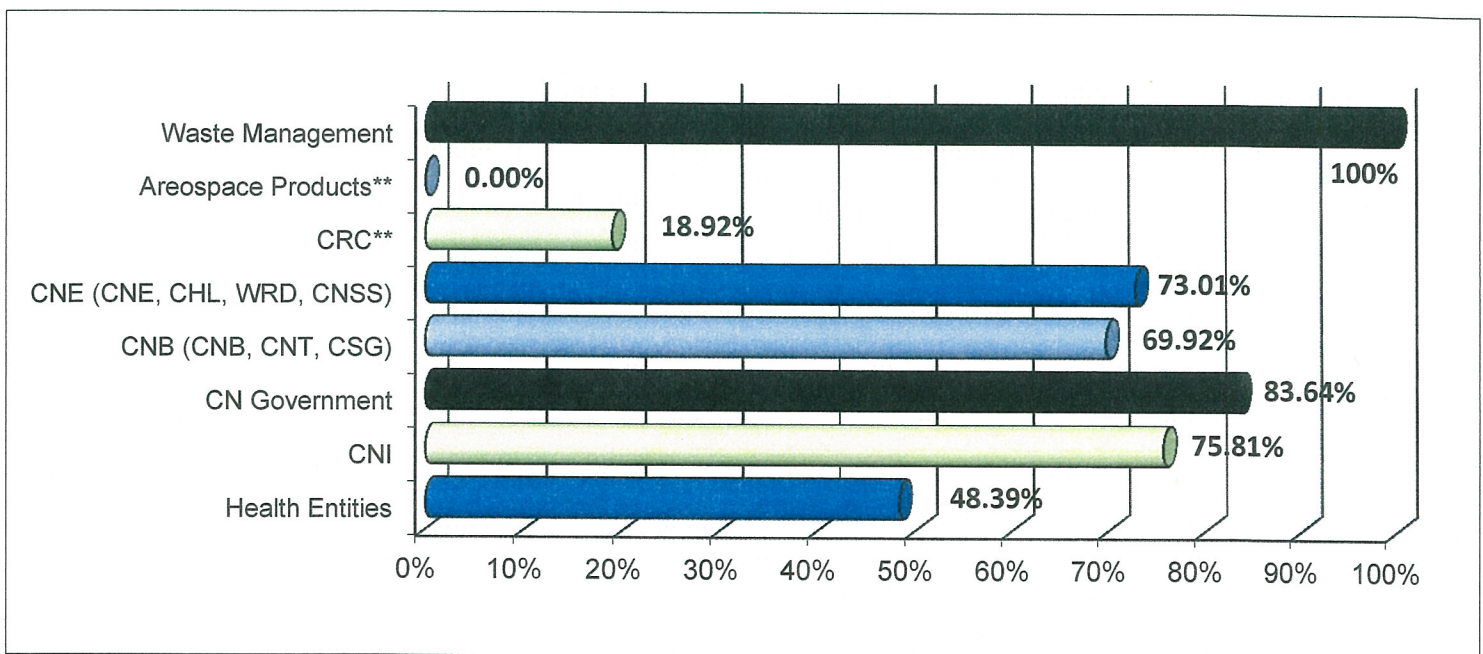
Objective	Metric	2014 Goal	Year to Date Achievement Notes/Comments
Effective Business Workshop Training	# Certified Indian-Owned Business Attendees and % indicating usefulness	300/100%	10 /100%
Increase Certified Indian-Owned Business Procurement Awards	% Certified Indian-Owned Business Procurement Awards	80%	83.49% Business Entities eligible procurement \$'s awarded to Certified Indian Owned vendors <ul style="list-style-type: none"> • CNE – 82.54% • CN Government - 91.08% • Health Entities – 100% • CNI –26.60% • Waste Management - 0%
Increase Cherokee Citizens employed	% Cherokee Citizens (verified)	Entity CNE – CNB - CN – 82.9% Health - CNI – CRC – Aerospace -	Business Entities - 75.83% <ul style="list-style-type: none"> • CNE (CNE, CHL, WRD, CNSS) 73.01% • CNB (CNB, CNT, CSG) 69.92% (does not include service contract employees) • CN Government 83.64% (does not include IPA/MOA) • Health Entities 48.39% • CNI 75.81% (does not include service contract employees) • CRC 18.92% (not wholly owned by CN) • Aerospace 0% (not wholly owned by CN) • Waste Management 100%
Increase Indian-Owned Business Certifications	# Newly Certified Indian-Owned Businesses	150	48
Effective One on One Training for Certified Indian Owned-Businesses	# of businesses receiving assistance/% finding useful	200/95%	9 /100%
Certified Indian-Owned Business Receiving Financial Assistance	% Certified Indian-Owned Business Loans in Portfolio	85%	1.65%- based on \$'s loaned 12.50%- based on number of loans made
Effective Usage of Fees Collected	# Trained	100	Information not available
Effective Monitor of Work Sites – Construction and Housing	# Monitoring Visits	90%	100% 579 sites monitored
Effective Monitor of Bid Openings	# and % Bid Openings Attended	100%	91% - 32 out of 35
Effective Resolution of Complaints – TERO and EEOC	% Complaints Resolved	100%	TERO: 0 complaints filed; 0 resolved, 2 pending EEOC: 0 complaint filed; 0 resolved, 0 pending

83.49% of CIOB Eligible Procurement Opportunities were awarded to CIOBs



**Includes CN Government, CNE, CNI, and Health Entities

75.83% of Employees are registered Cherokee Nation Citizens



**Companies majority, not wholly, owned

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February 2015

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Executive Director's Report

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Candessa Tehee

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Executive Director

Cherokee Heritage Center

918-453-5454 ext 6151

candessa-tehee@cherokee.org

News/Accomplishments

- Curator Mickel Yantz is continuing to prepare for the 2015 exhibit schedule and is coordinating with the Cherokee Language Program and Miss Cherokee Advisory Group for exhibits featuring each respectively. He has completed an issue of the Columns newsletter and it will be going out to members soon.
- Our Facebook page has 13,600 likes.
- Trail of Tears Art Show and Sale is fully funded from gifts from the Chickasaw Nation and the Bank of Oklahoma.
- New exhibit space in the Atrium unveiled in February with the Transforming Hate, a Cherokee Perspective exhibit in partnership with the Living Arts of Tulsa.

Items of Concern

- Humidity and structural limitations in the basement where Archives and Collections are housed continue to be an issue. Four threats to collections are temperature, humidity, light, and pests. It is impossible to control temperature and humidity in the basement under the current structural conditions. This is affecting the collections and archives.

Upcoming Dates

March 7 10:00am – 2:00pm	Round Reed Basketry Class Cherokee Heritage Center Chapel, Tahlequah OK
March 26-27 10:00am – 2:00pm	Indian Territory Days Cherokee Heritage Center, Tahlequah OK
April 11	Last Day of Hands-On Exhibit in CHC Museum
April 17, 1:00pm	CNHS Board of Trustees Meeting Cherokee Heritage Center, Tahlequah OK
April 17, 6:00pm:	Trail of Tears Art Show Awards Reception Cherokee Heritage Center, Tahlequah OK

September 26, 2015

Seven Star Gala
Hard Rock Hotel and Casino
Catoosa, OK

CHEROKEE HERITAGE CENTER 2015 VISITOR NUMBERS				
	Events and Offsite Services # of Attendees		Visitors To Museum & Diligwa	Volunteer Hours
	Off site	Onsite		
January	1045	12	493	357
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				
	1045	12	493	357
		Total Onsite Visitors	505	

**Visitors from: 3 Countries
15 States**